

Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

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ALUMINUM PROBE WILL BE SOUGHT BY DEMOCRATS

Congress Will Be Asked To Investigate Alleged Trust

WASHINGTON, Dec. 29.—When Congress convenes after the holiday recess next Monday, the Democrats in the House will open a drive for a sweeping investigation of the so-called "aluminum trust," which supplies millions of dollars' worth of its product to the automotive industry.

Representative William A. Oldfield, Democrat, of Arkansas, today told Automotive Daily News that he believes that the Department of Justice and the Federal Trade Commission do not intend to take any action against the Aluminum Company of America.

The Democratic leader intends to introduce a resolution next week demanding an investigation by a special committee with power to summon the principal consumers in the automotive industry of aluminum.

"If the investigation is authorized, and I believe it will be, I will appear as a witness and show that American motor car and truck buyers are paying a tribute of tens of millions to the trust."

He declared that the company has a complete monopoly in its field and that it succeeded in having the tariff on aluminum increased from 2 cents a pound in the Underwood bill to 5 cents a pound, or 150 per cent., when the Ford-McCumber measure was framed by the Republican Congress.

Representative Oldfield also stressed the fact that on special products, such as coils, plates, sheets, bars, rods and other parts used on automobiles the tariff was increased from 3½ cents a pound to 9 cents a pound. He said that the Aluminum Company is trying to get control of the aluminum firms in Germany and has threatened a trade war unless they come under the domination of the American concern.

Illinois Bars Cut-Outs And Sirens in New Law

SPRINGFIELD, Ill., Dec. 29.—The new year will bring some drastic changes in auto regulation laws, the most sweeping of which is the abolition of all cut-outs and sirens on private cars. No car, except police and fire department apparatus and ambulances, will be permitted to operate cut-outs controlled from within.

Another regulation of importance is the speed of cars governed by tonnage. Hereafter, a vehicle of a 5,000 pound gross weight, with

Stewart Announces New Truck Model

Buffalo, N. Y., Dec. 29.—The Stewart Motor Corporation has announced an addition to its line. It is a three-quarter ton fast delivery truck, powered with a six cylinder Continental motor, developing 50 horse power. The chassis price is \$895. The new member of the family has been nicknamed Buddy Stewart and will be introduced to the public formally at the Stewart exhibit in the Commodore Hotel, New York, during automobile show week, January 9-16.

PIONEER AUTO BUILDER DIES

H. A. Lozier Taken by Pneumonia After Brief Illness

Special from A. D. N. Detroit Bureau
Detroit, Dec. 29.—Word has been received in Detroit of the death of H. A. Lozier, who died of pneumonia in the Clearwater Hospital at Clearwater, Fla., after an illness of two weeks.

Lozier was a native of Evanston, Ill., and was an early maker of bicycles in Cleveland, where he was associated with his father in 1895. The plant was merged with the American Bicycle Company, and Mr. Lozier through this merger became indirectly connected in the manufacture of the Pope Toledo car.

Four years later he and his father began to build marine engines and power boats. Shortly afterwards the Lozier plant was moved to Plattsburgh, N. Y., where the Lozier automobile was first made. In 1909 the plant was moved here, but six years later it was dissolved in voluntary bankruptcy.

Lately Mr. Lozier had been making his home in Westfield, Mass. He is survived by a widow and two children. Funeral service will be held in Westfield.

NORDYKE & MARMON MAKING 25 CARS DAILY

Indianapolis, Ind., Dec. 29.—Nordyke & Marmon announce that they are holding production at twenty-five cars a day. Approximately 95 per cent. of the output is closed cars. Each week is showing a heavy increase in sales over last year.

maximum load, using automatic tires of cushion wheels, will be limited to 25 miles an hour on state highways and to 20 miles if two or more tires are solid rubber. Vehicles designed to carry more than seven passengers and with a gross weight exceeding 5,000 pounds, may travel 20 miles if equipped with pneumatic tires or 12 miles if solid tires.

All hard road highways are designated as arterial highways and boulevard stops for crossing or incoming traffic, with cities of 7,500 or more privileged to name streets as traffic thoroughfares and establish them as arterial highways.

Chandler Boosts Prices Of Five Leading Models

Cleveland, Dec. 29.—Boosts of \$50 and \$100 in the retail prices of Chandler automobiles were announced today at the factory here. The new price schedule becomes effective January 1.

The new prices are as follows:—Metropolitan sedan price increased from \$1,490 to \$1,590. Seven-passenger sedan, from \$1,895 to \$1,995.

Twentieth century sedan, from \$1,490 to \$1,590.

Seven-passenger touring car from \$1,595 to \$1,645.

Sport touring car from \$1,495 to \$1,545.

The price of the comrade roadster remains unchanged at \$1,695. The price of the brougham, \$1,695, also is unchanged.

Stewart-Warner Sees 1926 as Good Year

Chicago, Dec. 29.—"Accessories production and sales are maintaining new high level for this season of year, and it is with exceedingly bright outlook that the Stewart-Warner Speedometer Corporation enters 1926," says the January issue of Stewart-Warner. "Coupled with unprecedented wave of popularity that has swept over the country for the Stewart-Warner radio, the corporation is beginning the new year with capacity production, and with every indication that 1926 will be the greatest in its history."

Arkansas Cities Win Bus Control

Little Rock, Ark., Dec. 29.—Cities and towns in the state have been given authority to control motor bus traffic within their corporate limits and to require maintenance of bus stations for receiving and discharging passengers, according to the announcement of a special committee appointed by the state railroad commission to draft rules and regulations for uniform bus operations over the state.

Business cannot be solicited on railroad property; all operators of buses must have a certificate of convenience; certificates may be revoked for failure to provide proper service; time schedules, rates, etc., must be filed with the commission; each operator must carry sufficient insurance to cover accidents; buses must be kept in a sanitary and comfortable condition; and the commission is given the power to dismiss drivers for violation of rules, or for unbecoming conduct.

Nedoma of Cadillac Company Buried

Special from A. D. N. Detroit Bureau
Detroit, Mich., Dec. 29.—Funeral services for the late Charles L. Nedoma, secretary of the engineering department, Cadillac Motor Car Company, was held yesterday afternoon at 2 o'clock. Mr. Nedoma died suddenly of heart disease at the home of Harold Elliott. He was born in Prague in 1877, and was graduated from the engineering school of the university there.

He came to America in 1910, and his first connection with the automotive industry was with Chalmers Motor Car Company. He became secretary of the Cadillac engineering department in 1917.

Surviving members of his family in Czechoslovakia are a father and a brother.

PACKARD CO. HAS RECORD QUARTER

Closes Best Period in History With Profit Of \$4,789,509

DETROIT, Dec. 29.—Packard Motor Car Company and subsidiaries report for quarter ended November 30, 1925, net profit of \$4,789,509, after depreciation, Federal taxes, etc., equivalent to \$1.83 a share (par \$10) earned on outstanding 2,614,722 shares of common stock.

This compares with \$1.872,535, or 70 cents a share on 2,377,029 shares of common, after deducting preferred dividends, in same quarter of 1924. Preferred stock was retired August 31, 1925.

Packard Motor closed the best fiscal quarter in its history, November 30, with net profit of \$4,789,509. This is more than two and one-half times the net earnings of the same quarter for the last fiscal year, and nearly meets annual dividend requirements at the rate of \$2 a share.

On November 30, the company held \$12,959,782 in cash and government securities, and \$2,381,304 of other marketable securities. It also showed \$4,818,936 in notes and bills receivable, and an inventory of \$8,345,568, making the total current assets \$28,505,591, against total current liabilities of only \$4,970,379, a ratio of more than five to one.

DECATUR GAS WAR ENDS IN BOOST OF 5.2 CENTS

Decatur, Ill., Dec. 29.—All oil companies of this city, independents and Standard, voted themselves a Christmas gift this year, boosting gas prices 5.2 cents a gallon on the day before Christmas. It was the official end of a gas war which had started in the summer and reached its climax when the Larkin Company, operating a gas station here in connection with its mail order grocery house, cut to 13 cents. The price now is 18.2 cents.

MARION CHEVROLET CO. GETS CARLOAD OF PARTS

Indianapolis, Ind., Dec. 29.—The largest shipment of Chevrolet parts ever received in Indianapolis is announced by the Marion Chevrolet Company. An entire carload of parts was received at the company's Meridian Street store. The shipment comprised about 10,000 units of parts for all models of Chevrolet cars from 1919 to date.

BAY STATE BILL REPRISAL MOVE AGAINST BRITISH

Gesture of Protest Against Rubber Monopoly

BOSTON, Dec. 29.—A bill was filed yesterday with the clerk of the state Senate by Senator William I. Hennessey of Boston, which is directly aimed as a "reprisal measure" against Great Britain for the "artificial hardship" suffered by Massachusetts consumers through increased rubber prices.

The bill directs the commissioner of insurance to compile and transmit to the Legislature a list of British insurance companies doing business in Massachusetts and the total amount paid in premiums to these companies in the last five years, "in order to enable the people of the Commonwealth to take such action as they may deem effective by way of reprisal."

Referring to British rubber monopoly, Senator Hennessey said: "They have in reality declared a trade war against the United States and have invited reprisals. The special interests of the British have reached us. We must begin our reprisals by canceling all insurance carried by British companies."

ENGLAND SCOFFS

London, Dec. 29.—England does not look kindly at the action of the American Congress in ordering an inquiry into the price of rubber. The flood of criticism is swelling daily. The Daily Telegraph says a procedure analogous to the American action would have been for the president of the British Board of Trade to have been authorized by Parliament in 1920 to institute an inquiry into the price of raw cotton or wheat, following upon the suggestion of the American Department of Agriculture in the previous year that acreage under wheat should be reduced, consequent on conditions abroad.

A prominent London rubber broker is convinced that Americans themselves are largely responsible for the high price of rubber, declaring that speculation by American manufacturers in futures had forced up and maintained the price of the commodity for weeks past.

STUDEBAKER HEADS ON PACIFIC COAST TOUR

Oakland, Cal., Dec. 29.—Paul G. Hoffman, vice-president in charge of sales of the Studebaker Corporation of America, and E. R. Carpenter, president of the Paul G. Hoffman Company of Los Angeles, were visitors in the San Francisco Bay district during the past week.

NOTICE
THE Automotive Daily News will not publish on New Year's Day. The commercial car registration table which is scheduled for Friday, will be printed in the following Monday issue.

S. A. E. PROGRAM HOLDS PROMISE

Many Interesting Features Scheduled for Annual Meet

DETROIT, Dec. 29.—Many interesting features are on the program for the annual meeting of the Society of Automotive Engineers, to be held in Detroit January 26 to 29. The meeting will be held in the General Motors Building. The entire program follows:—

Tuesday, January 26
9.00 a. m.—REGISTRATION.
10.00 a. m.—AUTOMOBILE SUPERCHARGER SESSION
Supercharging Internal-Combustion Engines—C. R. Short, General Motors Corporation.
Practical Application of Superchargers to Automobile Engines—C. W. Iseler, General Motors Corporation.
Dr. S. A. Moss, General Electric Company, and other authorities will present prepared discussion. The addresses will be illustrated and various types of supercharger equipment will be exhibited.
12.30 p. m.—LUNCHEON
1.30 p. m.—RESEARCH SESSION
An Improved Type of Refrigerated Test Chamber—D. M. Pierson, Dodge Bros., Inc.
Engine Starting Tests—J. O. Eisinger, Bureau of Standards.
Both papers will be profusely illustrated.
3.30 p. m.—STANDARDS COMMITTEE MEETING
This meeting will convene at the close of the Research Session.
7.30 p. m.—ADDRESS ON THE DEVELOPMENT OF AMPHIBIAN AIRPLANES—Grover C. Loening, Loening Aeronautical Engineering Corporation.
Mr. Loening's address will be illustrated with slides and motion pictures showing amphibian airplanes in use in many climates. Ladies are cordially invited to attend. The Annual Business Meeting will also be held in the evening.

Wednesday, January 27
9.30 a. m.—AERONAUTIC SESSION
Metallic Rigid Airship Development—Ralph H. Upson, Aircraft Development Corporation.
The Economic Spheres of Usefulness of Airship and Airplane—H. F. Parker. Both papers will be illustrated.
Following the session Mr. Upson will be the host of members who wish to inspect the extensive laboratories of Aircraft Development Corporation. Specimens of material, models and testing equipment will be shown and demonstrated.
1.00 p. m.—LUNCHEON
2.30 p. m.—BRAKE SESSION
The Effect of Change of Temperature of Brake-Linings on Their Performance—H. H. Allen, Bureau of Standards.
Causes and Cures for Brake Squealing—Dr. F. C. Stanley, Raybestos Co. Both papers will be illustrated. Simple demonstrations on brake parts will be shown.
2.30 p. m.—BODY PRODUCTION SESSION
Color Harmony in the Automotive Industry—H. Ledyard Towle, E. I. du Pont de Nemours & Co.
The Nature and Source of the Pigments Used in Automotive Coloring—C. A. Greene, Valentine & Co.
Mr. Towle's paper will be graphically illustrated by samples, drawings and slides.
Mr. Greene will offer an elaborate series of tests and experiments.
9.00 p. m.—THE CARNIVAL AT ORIOLE TERRACE

Thursday, January 28
10.30 a. m.—ENGINE SESSION
The Attenu Heavy Oil Engine—A. C. Attenu, Eastern Engineering Company, Inc.
Mechanical Elements of Engine Lubrication—T. E. Coleman, Madison-Kipp Corporation, and J. B. Fisher, Waukesha Motor Company.
Interesting exhibits will be shown.
1.00 p. m.—LUNCHEON
2.00 p. m.—HEADLIGHTING SYMPOSIUM
Papers by L. C. Porter and W. D. A. Ryan, General Electric Company.
Prominent representatives of manufacturing, servicing, scientific, administrative and research organizations will take part in the symposium. Elaborate demonstrations will be made.
7.30—MOTORCOACH SESSION
Problems in the Development of the Motorcoach Body and Chassis—Frank Fagel, Fagel Motors Company.
The Heating and Ventilating of Motorcoach Bodies—A. F. Masury and L. C. Joseph, Jr., International Motor Company.

Friday, January 29
9.30 a. m.—VAPOR COOLING SESSION
Vapor Cooling Developments—S. W. Rushmore and A. G. Herrshoff, Rushmore Laboratory; Alex. Taub, Chevrolet Motor Company, and L. P. Saunders, Harrison Radiator Corporation.
1.00 p. m.—LUNCHEON
2.00 p. m.—FUELS AND LUBRICATION SESSION
Engine Requirements and the New Fuels—Dr. T. E. Delbridge and Dr. J. B. Hill, Atlantic Refining Company.
Gasoline and New Fuel Tests—W. S. James, Associated Oil Company.
A Suggested Remedy for Crankcase Dilution—R. R. Wilson, Standard Oil Company of Indiana.

Amasses \$1,000,000; Quits as He Vowed

Boston, Dec. 29.—A promise made thirty-one years ago when he was earning 10 cents an hour that he would retire when he made \$1,000,000 will be fulfilled on New Year's Day by Joseph S. Donovan, president and Treasurer of the Donovan Motor Car Company here.

On that day, at the age of 45, he will relinquish control of one of the largest automobile distributing agencies in New England and will devote the rest of his years to play.

OIL INTERESTS WATCH CONGRESS

Legislation Affecting Industry May Be Undertaken

Chicago, Dec. 29.—Oil men are watching with some apprehension for a sign that there will be serious effort in Congress at this session to tamper with the oil business. There has been no indication of a concerted plan on the part of legislators concerning the oil industry, but reports received by large oil concerns here from Washington are that an attempt to interfere with the conduct of the oil industry at the present session might not be surprising.

There is a belief in some well-informed circles that if legislation affecting the coal industry can be enacted, as there now seems some prospect, that some such restrictive measures may be leveled at the petroleum industry. In fact, some legislators are said to be ready to force an amendment to coal legislation, applying its principles to petroleum.

A survey of Congress a year ago elicited response from a sufficient number of members to show that while many Congressmen favored certain governmental action toward the oil industry, an apparent majority was opposed to interposing the hand of the government in the industry, and it is pointed out by oil men that the oil industry has probably improved in public and legislative favor since that time.

Oil men have been made uneasy by reports from Washington purporting to reveal untoward attitude of the Federal oil conservation board and other governmental bodies toward allowing the industry to continue management of its own affairs as in the past. All of these reports have been denied. As far as the board referred to is concerned, it is known to be still far from a state in which the formulation of findings and opinions is possible.

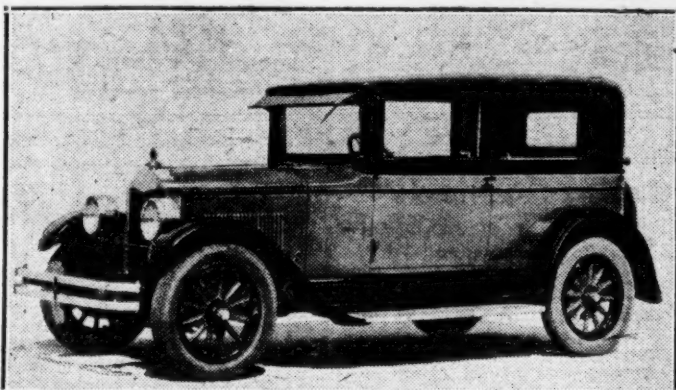
Nash Sales Soar In Cook County

Chicago, Dec. 29.—Orders for more than a million dollars' worth of Nash cars for January delivery have been placed with the factory by Cook county Nash dealers, according to official information. Dealers in this district report sales running at the highest rate they have ever known at this time of the year, with all previous high marks being far surpassed.

Production and sales as reported by General Sales Manager E. H. McCarty indicate that business for the Nash Motors Company during the month of December will rise above last December by approximately 60 per cent.

All papers will be illustrated. Mr. James will give an interesting demonstration.
2.00 p. m.—PRODUCTION SESSION
Wage Incentives in Machine-Tool Repair and Maintenance Work—Joseph Lannen, Paige-Detroit Motor Car Company.
The Production of All-Steel Bodies Shown by Motion Pictures—J. Ledwinka, E. G. Budd Manufacturing Company.

Flint Announces New Six With Two Coach Models



FLINT, Mich., Dec. 29.—A new six-cylinder car, to be built in two coach models and to sell in the moderate price field, has been announced by the Flint Motor Company. The car will be called the Flint Junior and will be a companion to the two present lines of Flint automobiles.

The coach is priced at \$1,085, and the deluxe coach at \$1,185. Production has already started and the first cars are being placed with the Flint dealers. The deluxe coach is illustrated above.

While the car will not be formally presented to the automotive world until the National Automobile Show in New York next month, the announcement was made in Flint, home city of the company, as a holiday surprise. The new car embodies many features which will make it distinctive in the closed car field. The car has a wheel base of 110 inches.

The general Flint Junior specifications follow:

Motor—"Continental" built; 6-cylinder, L. head, 2 1/2 bore by 4 1/2 stroke; piston displacement, 169.23 cubic inches; brake horsepower, 40, at 2,800 r. p. m.; torque, 105, at 800 r. p. m.; cylinder and crank case cast in bloc; detachable cylinder head; crank case has four main bearings—front, 1 1/2 x 2 1/4 diameter; rear, 1 3/4 x 2 1/4 diameter; intermediate (2), 1 3/4 x 2 1/4 diameter. Camshaft has four main bearings driven by Morse silent chain; pistons are gray iron; valves—head, cast iron; stem—carbon steel.
Oiling System—Force feed to all main, connecting rod and camshaft bearings by gear-pump.
Cooling System—Impeller type water pump, 4-blade, 16-inch fan driven by "V" belt from crankshaft; water jackets extended below bottom of piston stroke; water capacity, 10 1/2 quarts.
Starting, Lighting and Ignition—"Auto-Lite" system; Bendix drive starter; generator easily accessible for removal or

brush adjustment; 6-volt 11-plate U. S. L. battery. Lighting and ignition switch mounted on instrument panel easily accessible for bright and dimming; lights and ignition can be locked in off position.

Fuel System—Twelve-gallon gasoline tank at rear of car; "Stewart" vacuum fuel feed system; carburetor 1-inch zenith vertical; combination intake and exhaust manifold with hot spot on left side of motor; 1 1/2 diameter exhaust pipe.

Clutch—Single dry disc; enclosed in fly-wheel.

Transmission—In unit with motor; three speeds, forward and reverse; main shaft mounted on ball bearings.

Universal Joints and Propeller Shaft—"Spicer" standard joints between transmission and rear axle.

Front Axle—"Reverse Elliott type"; I-beam forgings; designed for easy steering; wheel bearings, "Timken taper roller."

Rear Axle—Semi-floating; pinion shaft and differential mounted on extra large ball bearings; wheel bearings "Timken taper roller"; adjustable from outside; spiral gear and pinion; pinion shaft and pinion drop forgings machined integral; axle shafts removable without dismantling axle; ratio, 4.875-1.

Steering Gear—"Warner" irreversible worm and gear type with ball thrust bearings and bronze bushings fully adjustable; ratio, 9 to 1. Especially adapted to balloon tires.

Brakes—Mechanical contracting band type with 12-inch drums.

Spring—Semi-elliptic, rear, 52-inch long by 2-inch wide; front, 25-inch long by 2-inch wide; equipped with rubber shock insulators; very easy riding.

Lubrication—"Zerk" pressure feed system.

Wheel Base—One hundred and ten inches.
General Equipment—Instrument board, equipped with ammeter, oil gauge, speedometer, lighting and ignition switch, concealed instrument board lights, horn button on steering wheel, tail lamp, tool kit, extra rim, cowl ventilator.

TRADE OPPORTUNITIES FOR U. S. AUTO PRODUCTS

Washington, Dec. 29.—The Department of Commerce today issued a brief list of trade opportunities for the sale of automotive products in foreign countries. The numbers prefixed below refer to information which may be obtained from the automotive division of the department:—

Purchasers
Esthonia—18480, Solid tires for trucks.
Germany—18460, Automobiles and truck tires.
Iraq—18443, Gasoline and kerosene in bulk.
Bolivia—18438, Gasoline and lubricating oils, 40,000 to 50,000 gallons per month.
18462, automobile, truck and motorcycle tires and tubes.

Agents
Germany—18460, Automobile and truck automatic machine tools for automobile industry.
Syria—18459, Automobile tires.

NEW DAY JEWETT BEATS WOLVERINE

Detroit, Dec. 29.—Detailed report of a run recently made by a New Day Jewett between Detroit and Chicago is furnished by the Paige-Detroit Motor Car Company. The car left the Michigan Central station at Detroit at 5 a. m. December 19, and reached the Illinois Central station, Chicago, 297 miles away, exactly 6 hours and 5 minutes later. The run was a successful attempt to beat the time of the Michigan Central's crack train, the Wolverine.

AUTO ACCIDENT FATAL
Flint, Mich., Dec. 29.—S. M. Curless, 34, an official of the personal service department of the Chevrolet Motor Company, died in Hurley Hospital Christmas day, the result of injuries received in an automobile accident the night before.

ITALY IMPORTS AMERICAN CARS

Is Good Customer for U. S.—Heavy Demand For Trucks

By JOHN D. LONG
NEW YORK, Dec. 29.—"Although burdened with heavy war taxes, Italy is buying American motor vehicles in great numbers," says Consul General Emilio Axerio. "Our import duties," he continued, "are of necessity heavy, ranging from 60 gold lire per 100 kilos up to 115. In addition to these specific duties we levy an ad valorem duty of 35 per cent on autos weighing up to and including a weight of 2,500 kilos. On chassis we have an ad valorem duty of 30 per cent. and a specific tariff of 70 gold lire per 100 kilos weight."

Speaking of Italian highways, the consul general declared that, "Italy ever since the days of the Caesars has been renowned for its splendid highways and increasing number of tourists are bringing their cars along to take advantage of the facilities these roads offer for motor touring through our famous land."

During the first seven months of this year, the Department of Commerce informs us, Italy led the world in the purchase of American motor trucks, buying from us 3,352. During the same period Italy also imported 3,722 American passenger cars.

The purchase of such large numbers of American motor vehicles by Italy is the more remarkable when we remember that the Italian lira which normally is worth about five to the dollar, is now worth only about one-fifth as much. In this country prices are on a gold basis and import duties in Italy must be met on the same level.

The Italian imports of American motor vehicles during the first seven months of 1925 exceeded those of the entire year 1924.

Italy is only partially motorized as yet, having about 100,000 motor vehicles to about 40,000,000 population, in the proportion of about one car to 400 people as against one to six in this country. Thus it may be seen that there is a vast potential market in Italy for American motor cars.

However, before we reach this market as we should, two things must happen. The first is, the economic level of the country must be raised. Italy is a poor country, but under the present regime it seems to be increasing in wealth. Then, there is the tariff wall with heavy duties, largely for revenue to meet the heavy charges of war debts. Even upon the greatly reduced obligations which this country seems willing to accept from Italy on the debt owed to us, the country is staggering under a great load of debt and motor vehicles imported from America are taxed to help meet the charges of Italy's national debt.

There is encouragement for the future in the increasing number of American tourists who are taking their cars along with them when visiting Italy. There is not only the large amount of money spent by these tourists, which greatly helps Italy, but the example of American tourists flying through Italy in their cars is a wonderful advertisement for American automobiles and makes the Italian want an auto also.

Greece Revises Its Embargo on Autos

Washington, Dec. 29.—The automotive division of the Department of Commerce today was advised by cable that orders have been issued to custom house authorities these reports have been denied. So nance, revising the regulations on the embargo of automobiles and other goods.

"This new development is causing automobile importers extreme inconvenience," says the report. "Especially since they are unable to land the cars that are already here and expenses are growing each day."

"It is thought that goods afloat, unloaded, or in the harbors probably will be released, although no definite advice has been received. The first circular, dated November 7, stated that the importation of articles mentioned in the legislative decree of July 28, as modified by the decrees published August 13 and September 2, was prohibited, whether in customs warehouses or ordered prior to August 3, or afloat, as long as they had not actually cleared through the custom house."

MUXEN HEADS OIL TANK AND PUMP CO.

Fort Wayne, Ind., Dec. 29.—M. B. Muxen has been elected by the board of directors to the presidency of the Tokheim Oil Tank and Pump Company manufacturer of filling station equipment, to succeed Ralph F. Diserens, who died recently. Chester S. Kitch and S. A. Callahan were elected to the board of directors to succeed Diserens and W. J. Fortune.

MILLER RUBBER CO. TO BUILD \$100,000 ADDITION

Akron, O., Dec. 29.—Miller Rubber Company will begin work on a new manufacturing and storage plant the first of the year and will complete the building March 1. The new building will contain 35,000 square feet of floor space and is necessitated by the demand of increased storage facilities by rubber companies.

San Francisco Reports 1925 as Banner Year

SAN FRANCISCO, Dec. 29 (U. T. P. S.).—Closing the best year ever experienced in the industry, local new car dealers and distributors today issued reports of tremendous sales increases during the past twelve months, some of them so great that the factories have been unable to keep up with requested shipment dates, and a number of the deals still remain undelivered.

The Paige-Jewett Company of Northern California reports the largest increase for both this month and this year. According to D. N. Larson, sales manager, this month's new car sales eclipse by 15 per cent., those of November while an advance well over 100 per cent. on the year's business was realized.

A 5 per cent. increase in new car sales for this month as against November, and doubling of those of last December was reported by G. H. Olsen, assistant sales manager of the Chester N. Weaver Company, local Studebaker distributors. A more intensive selling campaign, more and better advertising and the easy-payment system are responsible, he claims.

C. Schumacher, sales manager of the J. E. French Company, Dodge car dealers, states that sales have picked up considerably during the past week, due to the usual Christmas rush. A slight increase extending over the entire year as against 1924 sales was also reported.

The past two months have been very good ones for the William L. Hughson Company, local Ford car distributor, according to D. O. Lippl, sales manager. "Our monthly average," Mr. Lippl said, "usually totals about 33 new car sales. This month we have already doubled that with an output of 67. November, however, was the biggest month for us during 1925. We closed 144 sales during that month and are experiencing considerable difficulty in getting prompt delivery from the factory. Our sales for this year are still about 1 per cent. below those of last year despite our success during the latter part of 1925."

Commenting on Buick sales for the year, W. C. Morris, retail sales manager of the Howard Automobile Company, Buick distributors, stated that records showed a 100 per cent. increase over 1924 sales. Difficulty in getting prompt delivery is also claimed by Mr. Morris.

Post-Holiday Slump Hits Racine, Wis.

Racine, Wis., Dec. 29.—New car dealers are now entering what they call the after holiday slump with a decided drop expected in new car sales between now and the middle of January. The excessive spell of cold weather that settled down in this territory before Christmas and has continued and is acting as a deterrent to new car buying. Only two dealers report that they have been making sales beyond the ordinary number at this time of the year. Dodge and Nash-Ajax report increases which will maintain the level set during the Christmas buying rush. The survey here shows:—

R. C. Zastrow, Inc., is establishing a new record for early winter sales of Dodge cars, following the announcement of the price cuts.

The Belden-Nash Motor Company sales of Ajax cars is setting the pace for all communities of the size of Racine. The demand is almost entirely for the closed model.

The Belle City Auto Sales Company reports its business as average, with the exception of the demand for the new Jewett cars.

Frank H. Applegate, Ford dealer, is concentrating on sales of Ford trucks in this vicinity, and reports that 84 per cent. of Ford car sales are closed models at this time.

More Hummobile cars have been sold by the Racine Motor Service Company, dealers, during December of 1925 than in any other winter month in the history of the company.

Buffalo Dealers Are Optimistic

Buffalo, Dec. 29.—Buffalo dealers are optimistic regarding

Spokane Dealers Find Dailies Best Advertising Media

Spokane, Wash., Dec. 29.—Advertising expenditures of several of Spokane's largest automobile dealers indicate that newspaper advertising is considered the most effective means of advertising.

M. O. Anderson, manager of Eldridge Buick Company, declared that fully 90 per cent. of his company's advertising expenditures in 1925 was for newspaper space. Direct by mail expenditure was 5 per cent. and contests and other miscellaneous expenditures were 5 per cent. During 1926 the company will increase its advertising appropriation by 12 per cent. Mr. Anderson's firm is distributor for Buicks in eastern Washington and a large part of the business is wholesale. In charging off the advertising, only the retail end of the business is considered and the 1925 advertising will be approximately 3 1/2 per cent. of gross sales in the retail end.

Newspaper advertising was a fraction less than 1 per cent. of the gross revenue of the Oakland factory branch here, L. G. Bellinger, manager, states. Both wholesale and retail business is included in the gross. Bill board advertising and other forms of advertising cost about one-third of the amount spent for newspaper ads, bringing the total to a fraction over 1 per cent. Mr. Bellinger's estimate was based upon figures as of December 1.

The Transport and Johnson Motor Companies, distributors and dealers in Overland, Willys-Knight, Velie and Oldsmobile cars, spent .77 per cent. of their gross revenue for advertising during 1925, according to an estimate prepared by Arnold Reading, assistant manager of the two affiliated companies.

Mr. Reading's figures do not include, however, the factory advertising allowed by the Overland factory. Of the .77 per cent., 62 per cent. was for newspaper ads, 27 per cent. for direct by mail literature (including publication of a monthly paper distributed free to 10,000 car owners and dealers) and 11 per cent. for all other items charged off to advertising. Wholesale and retail business are included in the gross revenue used for estimating.

The Finlay Studebaker Company used 5 per cent. of its gross revenue from the used car department in advertising, all of which was spent on newspaper ads.

prospective business for the first three months of next year.

General business conditions here are much better than in December of last year and that's one reason why dealers are predicting a brisk first quarter. Business early in the year is usually predicted on prosperity preceding the period, they say.

"We got so many orders for delivery after the first of the year that our increase seems assured," said A. S. Mel-drum, Ford distributor.

"Our two-door sedan is selling rapidly now, representing 75 per cent. of our sales, and the demand seems steady enough to indicate that it will carry over into the first of the new year," said H. F. Swain of the Nash-Buffalo Corporation. "September and October showed a 25 per cent. increase and November a 33 per cent. increase," said Charles Fletcher, Buick resident manager. "December is keeping pace. Our out-of-town dealers are absolutely enthusiastic about the first three months of 1926." "We are scheduled for 290 cars in the first six months of 1926 and expect to exceed that number," reported R. E. Brown, Packard. "Our dealers are ordering more strongly."

Distributor Doings

TERRITORY EXTENDED.

Portland, Ore. (U. T. P. S.), Dec. 29.—Announcement of the increasing of the territory handled by the Therkelsen Motor Car Company, local Rickenbacker distributor, was made during the week which gives it charge hereafter of the entire state of Oregon and approximately one-third of the state of Washington.

Lawrence Therkelsen, head of the distributing firm which bears his name, while in California had a conference with E. M. Lang and is advised that hereafter Mr. Lang will devote his entire time to the Pacific Northwest. Branches for Rickenbacker will be opened at Chehalis and Centralia, in the state of Washington, and Baker and La Grande, in the state of Oregon.

FORD DISTRIBUTOR

Columbia S. C., Dec. 29.—The Lucas-Kidd Motor Car Company, a Georgia corporation operating also at Tampa, Fla., has just succeeded the Sadler Motor Company of Anderson, S. C., as Ford distributor. R. A. Kidd, vice-president and general manager of the corporation, is now in active charge of the Anderson organization.

LEASE SPACE

Boston, Dec. 29 (U. T. P. S.).—The Case Automobile Company has leased the first floor and basement at 1030 Commonwealth Ave. in the automotive section and the Sexton Motor Company of New York has taken space at 234-236 State Street in the financial section of the city for openings after New Year's. Good space for selling automobiles is now at a premium and it is rumored that several of the larger distributors and dealers will acquire sites somewhat away from the automotive section and use these for the sale of used cars and devote the used car area at their Commonwealth Avenue headquarters entirely for new models.

SELLS TO BIDDERS

Huntington, W. Va.—Harry F. White, general manager of the Overland-Knight Company, has announced a unique plan to dispose of reconditioned motor cars. The plan is to receive sealed bids on the used cars up to a certain date. All bids are deposited in a barrel placed at the company's salesrooms. Large numbers of bids have been received on the cars already sold to the highest bidder and satisfactory prices were offered.

INVENTORY HALTS WORK AT COLUMBUS FORD PLANT

Columbus, Dec. 29 (U. T. P. S.).—The Columbus assembling plant of the Ford Motor Company suspend operations December 24 until January 4 in order to take inventories and make necessary repairs on the plant. Since the new models were announced the plant has been fairly busy, although during the past month or six weeks the plant has been operated only five days each week.

Write Today!

The KINGSTON OIL AERATOR AND FILTER is no longer a new device. It is an ESTABLISHED product that is meeting with a truly remarkable success. At a time when SLUDGE in contaminated motor oil was a very serious problem, it was placed on the market to REMOVE SLUDGE. It does remove SLUDGE, and water and gas dilution, and abrasive grit as well. Success, thus assured, was made doubly sure by a consistent advertising campaign still being carried in the Saturday Evening Post and other national publications. May we hear from you NOW? We would like to tell you more about this proposition. Address

Byrne, Kingston & Company

Kokomo, Indiana

Branches: New York, Chicago, Detroit
Distributors in all principal cities.

KINGSTON

Oil Aerator Filter

for Economical Transportation



Proper motor temperature under all driving conditions is a feature which helps Chevrolet dealers to sell many Chevrolet cars.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Touring	\$525	Coupe	\$675	Commercial Chassis	\$425
Roadster	525	Coach	695	Express Truck Chassis	550
		Sedan	775		

ALL PRICES F. O. B. FLINT, MICHIGAN

QUALITY AT LOW COST

Sell Accessories With Every Car

Hartford, Conn., Dec. 29.—Every car sale is an opportunity to move accessories in the opinion of the executives of the Mohen & Amidon Sales Corporation, which handles the Hudson, Essex and Hupmobile. This firm has abundant opportunity to sell accessories and does sell them.

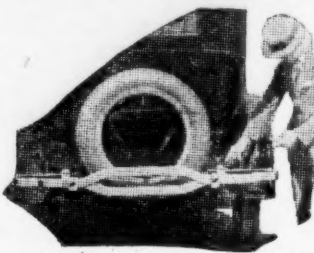
Some idea of the possibilities is obtained from the fact that on a recent sale the firm sold extras amounting to \$219.50, and on another sale extras were sold to the amount of \$110. Accessory sales help to take care of the overhead, the salesman's commission and the like, officials of the company claim.

Demonstrators used by the firm are equipped with various accessories, such as an electric windshield wiper, rear view mirror, front and rear bumpers, spare tire, stop light, tire covers, ash trays, vanity cases and so on. In the course of a demonstration the prospect has opportunity to see one or more of these accessories in actual use. Experience has shown that all buyers will take one or more accessories.

Displays are regularly made of accessories. All cars on display carry them. Full advantage is

New Accessories

Hingedrop Bracket Bumpers



The Biflex Corporation, Waukegan, Ill., is now producing hinged drop brackets for its rear bumpers, permitting, the company claims, the quick and easy removal of the spare tire without interference with the bumper. When the bumper is down it acts as a convenient rest upon which the tire can be placed.

It is claimed the bumper fits close to tire and fenders, eliminating the tendency to hook or engage other objects, at the same time leaving enough room for cushioning action in a crash. It extends completely across, affording full protection to the entire rear of the car.

taken of the show windows. A special drive was made during the Christmas season with excellent results.

Keystone Metal to Resume Production

Philadelphia, Pa., Dec. 29 (U. T. P. S.).—In approximately six weeks the Keystone Metal Reduction Company, at Cheswick, Pa., will resume operations, after idleness since July, 1923, only in the future its product will be lacquer, not radium, as formerly. For many years, the plant manufactured radium, vanadium and uranium from ore mined in Utah and shipped to the Cheswick works. The shut-down was caused through the ability of Belgium manufacturers to produce radium more cheaply from ore discovered in Belgium.

AIRES JOINS GALION AS ADVERTISING MANAGER

Canton, O., Dec. 29.—C. L. Aires, who for the last eight years has been associated with the United Alloy Steel Corporation and the Berger Manufacturing Company in advertising work, has become advertising manager of the Galion Iron Works and Manufacturing Company at Galion, O. He will assume his new duties January 1. Motor equipment is a more recent development of the Galion concern. It is now producing the Galion-Fordson line of rollers and graders.

Cold Spell Stimulates Radiator Parts Business

MILWAUKEE, Wis., Dec. 29.—Cold spells and careless motorists are combining to make the auto radiator manufacturing business here one of the busiest in the automotive field. A survey of wholesale jobbers shows the biggest demand for radiator replacements, springs, fenders and bumpers, with other winter accessories leading at this time.

During the past week, the general business among jobbers is about 20 per cent. better than that of the week before, but much lower than that of the three weeks preceding the Christmas season, a survey shows. The demand for new parts has been greater during the latter part of this year than at any other time during the previous year.

Three of the city's largest automobile jobbers, the Western Motor Supply Company, the Brantley & Wing Company and A. J. Mondav Company, report greater business during the last six months than in any single year since 1919.

December Business Increases 60 Per Cent.

Kenosha, Wis., Dec. 29.—Automobile replacement parts are now back to normal in turnover, according to Kenosha jobbers. The rush of the Christmas season over the dealers are looking forward to stocking up for the spring business. The jobbers are unanimous in their anticipation of the greatest season in history of the business since the war.

The Northern Motor Sales Company and the Meyers Auto Supply Company, Kenosha's leading replacing dealers, are now spending considerable effort in clearing up their winter stocks, for which there is still a big demand from Kenosha accessory and motor dealers.

During the last month the parts equipment business barometer showed a 60 per cent. increase over that of the month before, running on about the same level as fall business and about 50 per cent. lower than that of summer business.

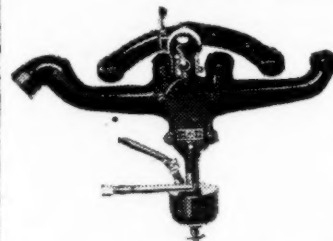
Develop Hot Plate Vaporizer for Ford

Special from A. D. N. Detroit Bureau

Detroit, Dec. 29.—Holley Carburetor Company has developed a vaporizer for Ford cars, embodying the same principles as those used in the fuel vaporizer for Fordson tractors.

Holley engineers point out the fact that in 1913, about 80 per cent. of gasoline became vapor at 250 degrees; today, only about 36 per cent. of the gasoline becomes vapor at this temperature.

The device consists of a very thin steel plate, 1-64 of an inch in thickness, which covers a large aperture in the front of the exhaust manifold. The exhaust supplies



heat to this thin disc and the heating chamber itself is formed between the cover and the hot plate. Comparative thinness of the heating plate permits the rapid transfer of heat from the hot gas exhausts on one side of it to the rich mixture on the other.

The makers claim that the upper portion of the hot plate reaches a temperature of 600 degrees within two minutes after the engine starts. Channels in the plate provide that the liquid and the vapor travel upward from side to side. These channels insure vaporization long before liquid fuel can get into the cylinders.

Two years of testing, under every condition of road, load and temperature, preceded the introduction of the device to the public.

INVENTS ILLUMINATED REAR LICENSE PLATE

Salt Lake City, Utah, Dec. 29.—An illuminated rear license plate has been invented by George R. Pyper of this city. The invention has been approved by Secretary of State Crockett as meeting the requirements laid down by the state motor vehicle law.

Sleeve Valve to Boost Production

East Moline, Ill., Dec. 29.—An investment of \$250,000 is represented in an order for new machinery and equipment, placed by the Yellow Sleeve-Valve Engine Works here. Consignments will arrive at regular intervals during the next three months.

Most of the equipment order is machine tools which will enable the plant to further intensify its production. No floor space will be added but present machinery will be rearranged to promote economy in space, according to General Manager Louis C. Ruthenberg.

More workmen will be added as the new machines are installed. Due to the demand for the company's product from motor vehicle companies, it has been necessary to increase the force to 300, more than twice as many as on the payroll a year ago, Mr. Ruthenberg states.

AIRLOCK PRODUCTS RUNNING AT CAPACITY

Long Beach, Cal., Dec. 29.—The Airlock Products factory is running to capacity now, manufacturing the Airlock device for attaching to Ford cars and tractors. The product, which is designed to prevent boiling or freezing in radiators, is now being sold through agents, but, according to the officials of the company, will soon be handled through the regular trade channels.

Major G. A. Christensen, formerly head of the building department of the city of Long Beach, director of the American Association of Engineers, is the head of the company of which Al. J. Turner is the general manager.



Chief of the Sixes

To the Automobile Dealers of America

OUR next announcement will reveal the name and other vital facts concerning the new General Motors Six—an entirely new automobile of tremendously broad appeal.

Subsequently the car itself will be displayed at the principal automobile shows.

This newest member of a famous family will be the fruit of the resources, engineering skill and manufacturing experience gained by General Motors in more than seventeen years of leadership.

It will combine elements of appearance, performance, and engineering design which will win for it immediate public acceptance. Its price will be such as to have a nation-wide appeal.

It will be built by Oakland and distributed as companion to the present Oakland Six under a double franchise that promises to become one of the most profitable in the industry.

Every automobile dealer in America—regardless of size, location or present affiliation—is invited to write at once for complete details. Address Oakland Motor Car Company, Pontiac, Mich.

TOLEDO DEALERS PREFER ONE TIRE LINE FOR SALES

TOLEDO, Dec. 29.—The idea of handling one line of tires exclusively seems to occupy the front seats in the tire auditorium of business as far as northern Ohio is concerned.

The tire merchant seems to bear out the observation about this being the age of the specialist, and those who sell one line of tires are much in the lead.

Charles J. Gillespie, head of the Mechanical Appliance and Supply Company, Kelly-Springfield distributor, says there are many advantages in handling and pushing but one line. Chief among them is the one investment in sizes. To do a big business, a merchant must have plenty of stock and if he has four or five makes he must have four or five stocks if he is able to properly serve all lines.

When you have two or more lines and a customer asks which is the best tire, how are you going to answer the question and be fair to all manufacturers and to the customer? You are naturally going to cross your wires and if one make offers a shade of profit more than the other, you are going to forget the truth and recommend that line as the one for that particular fellow who is placing his confidence in you.

Another thing, the best manufacturers do not want a five or six line dealer or jobber. You'll get a better deal from the manufacturer, more advantages and perhaps a better discount if you handle one line and put all your sales effort back of it.

The man who stocks several makes does not sell, he adds all the lines to his stock waiting for customers to come in and call for them. In most instances he is a lazy type of tire merchant. The real tire salesman-merchant is handling one line and making a better future business for himself and a more satisfactory connection for his factory.

James Cassels of the Union Supply Company, Lee distributor, is another advocate of the one tire line. The dealer who takes one tire line and pushes it is worth more to the manufacturer or jobber than half a dozen of the other type who put in everything brought to their door, Cassels says. The many lines dealer has no concerted business policy or line of arguments that really sells.

The merchant who handles many lines finds that he must meet price competition more often than the one line merchant who can talk up his quality and sell the many who have been using another make on the idea of trying his particular brand. He can, in most instances, make better profits on the one line plan.

John Gillespie of the Gillespie, Curtin & Alter Company, largest Goodyear tire dealer in Toledo, would have but one line of tires in his store. Less stock, less confusion, better sales effort and a better business are his answer to the one line of tires. He has tried both methods and has settled down to one tire line.

"We get much more co-operation from the factory, get full advantage of special deals, better advertising co-operation as well as better sales helps in other ways," Gillespie states. "The manufacturer always looks out first for his best dealers, and the one line house naturally is much more satisfactory to the manufacturer."

John J. Whalen, of the John J. Whalen Company, believes that a retailer can afford to have more than one line of tires. He handles three or four makes, tires that vary in prices and fit various demands.

Rubber Co. Heads In Canada to Meet

Montreal, Dec. 29.—A conference between delegates from the Retail Merchants' Association throughout Canada and the heads of the great rubber companies will take place at Toronto on January 6.

The object of this major conference is to discuss the better stabilization of distributing prices to the tire and accessory dealers and the greater control of distribution by the industrial factors of the country. Among the delegates who will proceed to Toronto after the New Year will be two representatives from Sherbrooke, three from Three Rivers, five from Montreal and a delegation from Quebec.

The scene of the conference will be at the Retail Merchants' Association headquarters at the Queen City. M. Lapointe, secretary of the Retail Merchants' Association, was instructed by his committee to call a general meeting of the tire and accessory dealers affiliated to take place at the headquarters of the association before the larger meeting.

Henderson Tire Co. Plans Branches

Columbus, O., Dec. 29 (U. T. P. S.).—The Henderson Tire and Rubber Company of this city will establish additional branches at Dallas, Tex.; Memphis, Tenn.; Tampa, Fla.; Pittsburgh, Pa., and Detroit by January 1 of the new year.

With the opening of these branches the total number will be increased to twelve, located at the important distributing centers of the United States. The plant is being operated to capacity, according to H. H. Henderson, head of the company.

Henry W. Dillon, recently acting as sales manager of the Columbus factory district, has been made general sales manager, and J. B. Morgan, who was special representative for several years in the Tennessee and Mississippi territory, has been made branch manager at Memphis.

A complete announcement of the location and managers of the other branches will be made on January 1.

Dayton Rubber Mfg. Co. Plans Big Convention

Dayton, O., Dec. 29 (U. T. P. S.).—At the convention of salesmen, distributors and dealers of the Dayton Rubber Manufacturing Company to be held January 4, 5 and 6, an innovation in tire construction that will definitely forecast a change in certain phases of the tire industry will be announced, officials of the company report.

The convention will be used as the vehicle to review the accomplishments of the year and to outline the program of activity for 1926.

Along with the announcement that the company will reach its 1925 quota in sales, which was set at 25 per cent. above the 1924 business, officials of the concern said that the plans for the coming year were the most ambitious yet put forward by the organization.

An enlargement of the present sales force is contemplated, the advertising facilities will be extended and the factory kept at peak speed

in production the year round.

These advancements are necessary to keep up with the company's defined purpose of making 1926 the biggest year in its history. Final plans for the program will be unfolded when the convention assembles.

A further co-ordination of all branches of the business will be necessary to achieve the sales goal which will be set for 1926, G. W. Spahr, general sales manager, said. Spahr is now in the South organizing territory. A. L. Friedlander, vice-president and factory manager, has completed his arrangements to deliver the greatest output of tires in the company's history during 1926.

What the new tire will be is being kept secret by officials of the company, who refuse to divulge any information relative to its type or construction. The addition of this new tire will play an important part in the greater production of the plant.

The BUICK Franchise means Security

Sound factory backing—great public good will—a line of motor cars that salesmen can make good money selling—GMAC wholesale and retail financing, with lowest time payment rates—these are only a few of the advantages which guarantee profits to Buick dealers.

Those desiring the Buick franchise should have their names on file.

the Better BUICK

BUICK MOTOR COMPANY, FLINT, MICHIGAN

Division of General Motors Corporation

Pioneer Builders of
Valve-in-Head Motor Cars

Branches in All Principal
Cities—Dealers Everywhere

WHEN BETTER AUTOMOBILES ARE BUILT, BUICK WILL BUILD THEM

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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International Motor Buses

THAT the use of the motor bus is growing just as rapidly in foreign countries as it is in the United States is proved by recent figures from the Bureau of Foreign and Domestic Commerce in Washington. The automotive division of the bureau has completed a survey on which it bases estimates that there are now approximately 100,000 motor buses running in countries other than our own.

This compilation gives France credit for 35,000 buses and Great Britain 18,000. Just remember that in this country bus registration was given as 60,000 on January 1, 1925. On that basis France and England are not so far behind us in adopting this newest of public service transportation means. There is little doubt that our bus registration has nearly doubled this year. The bureau has had difficulty in arriving at exact figures because of the fact that a great many buses consist of passenger bodies mounted on truck chassis, so that they do not appear in the registration records for what they actually are. This condition holds both here and abroad.

It is both amusing and amazing to read the list of countries using buses. To call the development "world wide" is simply stating the literal truth. When we find in the list such distant lands as French Indo-China, Guiana, Ceylon, Haiti, Azores, Egypt and Tunisia, we realize that "the world do move" and also we get some faint foreshadowing of what is going to be a tremendous export market for our bus builders of a few years hence.

Trade Days

LAST year the innovation of trade days at the big national automobile shows was a decidedly interesting feature of these yearly fixtures. They proved popular and the utility of the idea was widely commented on. Not only is it a chance for the dealer and merchant to see what is being offered for the new year without the usual crowd to interfere with a careful inspection, but the trade days give presidents, managers, sales managers and service men a chance to meet the dealers personally and improve an acquaintance that may mean much to the organization. The factory executive and the merchant do not get together as often as would be well, simply because their work keeps them, geographically at any rate, far apart. Trade days at the shows offer a chance for a get-together, which should help toward a better understanding in the different divisions of this great industry.

The head of every concern in the industry and his principal representatives are entitled to admission on trade days. If YOU write for YOUR tickets now they will cost you two cents, for postage. If you don't it may cost you a dollar's worth of time standing in line. Write today to S. A. Miles, 366 Madison Ave., New York city.

Three big city bus companies in New York, Chicago and St. Louis carried 140,000,000 passengers in the first eleven months of 1925. That ought to work out at about 150,000,000 for the year.

The American tire manufacturer's New Year's petition would probably read something like this: "Dear Mr. John Bull: Please don't bother with any more diplomatic gestures; ship us some more rubber."

The Philadelphia Chamber of Commerce has promulgated a set of rules for jay-walkers. The best one suggests: "At least avoid taking chances. Pause a moment, study the situation, look both ways and then set sail only when you are sure you can see the thing safely through." That's good advice for the jay-walker. We confess to having had other feelings in the matter—at times.

Our Own Automotive Family Album— The Boyhood Days of Our Industry's Leaders

By Kessler



HARRY BIGGS, VICE-PRESIDENT OF THE STUDEBAKER CORPORATION STARTED JUGGLING BUNDLES IN A MAIL ORDER HOUSE IN CHICAGO

Iowa-Minn. Agree On Truck Licenses

Des Moines, Ia., Dec. 29.—Truck license reciprocity has been established between Iowa and Minnesota, according to W. M. Colladay, superintendent of the motor vehicle department of the secretary of state's office, who has returned from St. Paul where a meeting of motor vehicle department heads finally came to agreement on the truck war which had been carried on at the border for some time.

A group of Middle West states represented at the meeting agreed to maintain reciprocal relationship in the matter of truck licenses, so that trucksters residing in one state but having occasion to cross into another frequently need not be supplied with a license from the foreign state, so long as they comply with their own state laws.

Another meeting in 1926 is expected to draft this agreement in suitable form for presentation to the various Legislatures to insure its permanency.

I. H. C. BRANCH PLANT AT BOSTON READY BY JAN. 1

Boston, Dec. 29 (U. T. P. S.).—The International Harvester Corporation's new building to house their Boston branch will be ready for occupancy the first of the year when they will move from their quarters at 43 Somerville avenue, Somerville.

The feature of the new branch will be the big display quarters for buses and tractors and farming machinery. The International is increasing its output of buses and the demand for them in this section warranted the building of new branch quarters which will cost \$200,000.

The firm will increase its force after the first of the year by about 100 employees. All New England will be covered from this branch.

NEW MANAGEMENT FOR RAINIER TRUCKS, INC.

Flushing, N. Y., Dec. 29.—Francis S. Ard, Bernard Bock and Sol Wall have purchased Rainier Trucks, Inc., and are now installed as the management. Bock becomes president and general manager, Ard is treasurer and assistant general manager, and Wall is vice-president and sales manager. The company plans to produce 5,000 trucks during 1926.

Montreal Cab Drivers No Longer Shiver

Montreal, Dec. 29.—In addition to the large fleet of limousine-type cabs recently put in operation by the Yellow Cab Company of Montreal, Limited, in which the driver's seat is completely enclosed, this company is equipping all yellow cabs with an inclosure that gives the driver complete protection from inclement weather.

"The public little realize," said Frank Bramson, president, "what great discomfort taxicab drivers endure in giving a service in the winter time."

"Our men are all fine fellows who serve us faithfully and well, and we have been looking for something that would protect their health. When this new appliance came along we quickly contracted to have all yellow cabs equipped."

The weather protectors, which are being put on as fast as possible, add greatly to the appearance of the cabs.

TRUCK OWNERS FAVORED IN PLANT EXPANSION

Los Angeles, Cal., Dec. 29.—A program of expansion that includes the doubling of floor space in order to take care of the increased business has been announced by officials of the Autocar Sales and Service Company, whose place of business has never been closed night or day since 1913.

The same location, 18th and Main streets, has been selected as the site for the new plant, which will be one story in height and will house the entire place of business under one roof. The proposed building will cover an entire block. Truck owners will be given first consideration in the new building and all of the extra space, it is explained, will be devoted to shop room.

AUTO FREIGHT LINE

Olympia, Wash., Dec. 29.—A certificate of public convenience and necessity has been issued by the state Department of Public Works to J. V. Salsbury and Cassius U. Manley of Hoquiam, who will operate an auto freight line between Hoquiam, Wash., and Portland, Ore. The line will be known as the Grays Harbor Motor Freight. The certificate authorizes interstate service.

New Year to Usher In Bus System at Columbia, S. C.

Columbia, S. C., Dec. 29.—As a New Year's gift, the people of Columbia will begin riding on buses instead of the makeshift means of transportation with which they have had to contend for three years.

Samuel McGowan, chief highway commissioner for South Carolina, has approved the application of the Carolina Transit Company for a Class "A" certificate to operate buses within the city of Columbia and its suburbs. The granting of this certificate is virtually a non-competitive franchise. Chester Hawkins, general manager of the company, has announced the operation of ten of these pay-enter, city type buses by the first of the year.

The fleet of buses will be White chassis with twenty-nine passenger bodies. Ten more will be in operation soon after the first.

For more than a year the transportation situation in Columbia has been one of storms in which three factors, the street cars, jitneys and proposed buses, played important parts.

The Carolina Transit Company will charge a fare of 10 cents with the universal use of transfers. Three tickets will be sold for 25 cents and school children going to and from school will be charged a fare of 5 cents.

Major L. W. C. Blalock of Goldville, banker, farmer and president of the Palmetto Transportation Company, operators of a number of inter-city bus lines, is president of the Carolina Transportation Company.

JACKSON SALES DIRECTOR HERCULES MOTORS CORP.

Canton, O., Dec. 29.—Announcement is made of the appointment of E. R. Jackson as director of sales of the Hercules Motors Corporation.

Jackson, who has assumed his duties, came here from Cleveland. For the past several years he has been associated with the Climax Engineering Company as commercial engineer and later in charge of the company's Cleveland office. David W. Latta will continue as sales manager of the Hercules Corporation.

London, Dec. 29 (U. T. P. S.).—The Dunlop Rubber Company, Ltd., is floating an issue of £2,000,000 per cent., fifteen-year second mortgage debentures at 98, redeemable at 103. The money thus raised will be devoted to the purchase of all the ordinary shares of Charles Macintosh & Co., Ltd., tire and rubber manufacturers, and nine associated companies. Incidentally, it is stated that the Dunlop Rubber Company now owns 47,000 acres of rubber-growing estates.

Dealer Activities

FORD SALES CHANGE HANDS IN CAMDEN, N. J.

Camden, N. J., Dec. 29 (U. T. P. S.).—Leon Bard, formerly connected with the C. R. Ely Ford dealership here, and who also spent six years in the Ford factory, has just assumed the management of the Happy Motor Company, Haddon and Woodland Avenues, Haddonfield. He also becomes treasurer of the company in the reorganization. Earl T. Maloney of Linden Avenue, Collingswood, is president of the new organization which recently took over the business. With him are associated M. A. Bryant, vice-president; W. D. Humphries, second vice-president, and Charles Smeltzer, secretary.

FRENCH OPENS STAR AND DURANT DEALERSHIP

Utica, N. Y., Dec. 29.—Charles M. French, formerly vice-president and treasurer of the Hughes-French Motor Corporation, this city, has taken the Star and Durant dealership for Utica and surrounding territory, with salesrooms at 405 Columbia St.

DEALERSHIP ORGANIZED IN VINCENNES, IND.

Vincennes, Ind., Dec. 29.—C. T. Daly, M. B. Stillwell and C. E. Gregg have organized the C. T. Daly Motor Sales Company and will distribute motor cars, tractors and accessories.

NEW HUDSON DEALER NAMED IN MILWAUKEE

Milwaukee, Wis., Dec. 29.—The Jesse A. Smith Company, Hudson-Exeter distributor, announces the appointment of the Bell Motor Company, 1139 Teutonia Ave., as one of its community dealers.

ROSS AND KUSHLER DISSOLVE PARTNERSHIP

Chicago, Dec. 29.—The Chevrolet dealership of Ross & Kushler, Inc., 1832 Irving Park Boulevard, after three years of successful merchandising, has

been dissolved. Mr. Ross has retained the Irving Park Boulevard store, while Mr. Kushler has purchased the business of the Kennedy Motor Sales, 6317 Broadway. One firm is operating under the name of the Ross Chevrolet Sales and the other is known as the Kushler Chevrolet Sales. The dissolution of the partnership was due to the desire on the part of both men to expand their business.

Personal Items

HAFTER SALES AT \$250,000

San Francisco, Dec. 29 (U. T. P. S.).—With \$250,000 in retail sales to his credit for the past year, Edward C. Hafter, veteran salesman of the Pacific Nash Motor Company, is visiting Nash factories at Milwaukee and Kenosha as the guest of C. J. Simpson, vice-president and general manager of the local Nash dealership. He was awarded the trip in recognition of his sales record and his long connection with the concern.

QUIGLEY NOW BUILDER

Salt Lake City, Utah, Dec. 29.—C. A. Quigley, until a few years ago one of Salt Lake City's most widely known automobile dealers and distributors, is heading a company that will erect a commercial building on Exchange Place in the immediate future to cost nearly \$1,000,000. It will be called the Quigley Building and will be immediately west of the old home of the Quigley Automobile Company.

ELDRIDGE VISITS CHICAGO

Chicago, Dec. 29.—Clarence E. Eldridge, newly appointed assistant sales manager of the Reo Motor Car Company, spent the Christmas holidays with his family in

OHIO USES 10% LESS GAS DURING NOVEMBER

Columbus, O., Dec. 29 (U. T. P. S.).—Approximately 10 per cent. less gasoline was consumed in Ohio by the motoring public in November than in the previous month, according to a statement issued by the gasoline tax division of the Ohio Tax Commission. This is ascertained by the amount collected on the 2-cent gasoline tax. A total of 46,271,857 gallons were consumed in November as compared with 51,111,383 in October. The total tax paid in November amounts to \$925,437.14.

this city. Mr. Eldridge was the former manager of the Chicago Reo branch and is now making his headquarters at the factory at Lansing.

J. H. MILLER SALES HEAD

Columbus, O., Dec. 29 (U. T. P. S.).—John H. Miller, formerly a member of the Chevrolet sales force attached to the factory, has been made manager of sales of the Winders Motor Sales Co., 783 North High St., this city, distributor for the Chevrolet.

HOUCK IN BUFFALO

Seattle, Wash., Dec. 29.—A. W. Houck, manager of Puget Motors, distributor of Pierce-Arrow cars, has gone to Buffalo, where he is spending the holidays with relatives. He expects to return here by the middle of January.

BLAKEMORE SALES HEAD

San Francisco, Dec. 29.—T. L. Blakemore has just been appointed manager of sales for the Auburn division of the Lloyd S. Johnson Company here. He has been an executive on the local Automobile Row for many years.

SCHUMM LEAVES ROLLS

Hartford, Conn., Dec. 29.—Louis P. Schumm, sales representative of the Rolls Royce in the Hartford territory, has just resigned.

Improvements

PLANS \$75,000 HOME

Trenton, N. J., Dec. 29.—The Gomery-Schwartz Motor Company will erect a modern showroom at East State and Clinton Streets. The building will be one story, brick and stone, 37 by 100 feet, and will cost \$75,000.

OPENS 3-STORY BUILDING

Canton, O., Dec. 29.—The Peerless Auto Sales Company held formal opening of its new three-story home this week. It has 45,000 square feet of floor space for handling Peerless and Willys-Overland cars. The structure itself is something new for Canton, the steel portion of the building having been welded together instead of riveted. Winding ramps take the place of elevators.

NEW REO HOME IN SPRING

Newark, N. J., Dec. 29.—The new building of the local branch of the Reo Motor Car Company of New York is expected to be ready early next spring. When completed it will occupy the entire block on Colden Street between Central and Sussex Avenues, and will be used to house the salesrooms now at 520 Broad St. and the parts and service station now on Frelinghuysen Avenue.

OPENING NEW BUILDING

Chicago, Dec. 29.—The Anderson-Caluson Company, Willys-Knight and Overland dealer, is taking possession of its new building at 4631 West Madison St. this week. The company also maintains a branch on the North Side at 3034 Lawrence Ave.

IN NEW QUARTERS

Newport, Ark., Dec. 29.—The Hays Motor Company has just vacated a building at Main and 1st Streets and has moved to another building on Front Street.

Automotive Daily News BUYERS' DIRECTORY and GUIDE

Reference List of Prominent Automotive Associations

National Automobile Chamber of Commerce, 366 Madison Ave., New York, N. Y.

Automotive Equipment Association, 1809 City Hall Sq. Bld., Chicago, Ill.

Motor & Accessory Manufacturers' Association, 250 West 57th St., New York, N. Y.

National Automobile Dealers' Association, 320 North Grand Ave., St. Louis, Mo.

National Standard Parts Association, 310 Hofman Blvd., Detroit, Mich.

PUNCTURE CURE

EEZEE Puncture Cure

Spells death to punctures and slow leaks. Special discount to dealers. Write

EEZEE MFG. CO.
1111 S. Broad, Phila., Pa.

VENTILATORS

POSITIVE VENTILATION FOR CLOSED CARS

THE NICHOLS-LINTERN CO.
2960 Lorain Ave., Cleveland, Ohio

FLEET OWNER LISTS

OVER 100,000 CARS OWNED BY 1,000 N. Y. CORPORATIONS. These fleet owners offer a huge market for your product. Are you reaching them? Do you know the man to see? There's a list of these fleet owners, kept up to date and giving the name of the right man to see. Used by the largest people in the business. M. MACHOL, 417 Central Park West, New York City. Tel. Academy 8181.

RADIATOR MASCOTS



MOTOR GLO "Sees at Night" Can be attached to any size Moto Meter. Supplied with brilliantly colored eyes and side windows which light up at night. Write for illustrated catalogue showing 100 new mascots.

IRVING FLORMAN CO.
53 Lafayette St., New York, N. Y.

Only \$3.75 for an "Ad." or Business Card the Same Size as the One on the Left.

Write for Details

Incorporations

OHIO

Columbus, O., Dec. 29 (U. T. P. S.).—Latest automotive incorporations in this state are: Arden Motor Company, Cleveland, \$10,000; to deal in automobiles and trucks and to operate a garage and service station; Charles B. Cohen, Tillye Cohen, S. J. Wallace, Sara E. Hoskin and M. M. West. Alomite Lubricator Company, Inc., Cincinnati, \$20,000; to deal in oils, greases, automobile parts and accessories; Warren M. Berges, Frederic C. Besch, Maurice Berges, Charles Follett and Blake Wontje. Leight Service Stations, Inc., Middletown; to operate accessory and auto parts, as well as tire and tube stores, with place of business at 1103 1st Ave.; Laura Leight, Bess M. Cox, William J. Leight, Robert Leight and Mark Leight. New Air Friction Company, Dayton, \$25,000; to manufacture and deal in automobile carburetors and other accessories; Mary C. Raymond, 701 Huron Building; H. B. Israel, William B. Israel, A. W. Shulman and Elizabeth Rosichan. The White Front Garage Company,

Cincinnati, \$10,000; to operate a garage and dealership; Frank May, Lena Budai, Peter Hermann, Adelaide Hermann and Stephen Budai. Reo Sales and Service Company, Steubenville, \$75,000; to operate a dealership and service department for automobiles and also conduct a general garage; Arthur T. Powell, Augustine Myers, J. K. Leon, U. Grant Powell and George L. Buchanan. E. G. Vorce Motor Company, Genoa, \$15,000; to operate a dealership and service station; E. C. Vorce, K. J. Norwine, Alara L. Vorce, R. O. Norwine and Howard Spurgeon. Franklin Rubber Company, Columbus, \$10,000; to buy, sell and deal in all kinds of rubber articles and supplies; Marcus H. Crocker, H. F. Camm, Emma B. Camm, Margaret H. Crocker and Florence H. Crocker. Bradley Sales and Service Company, Cleveland Heights, 500 shares, no par value; to operate a dealership, garage and service station; William H. Remis, Benjamin F. Fjery, Myron B. McCommon, Paul Patterson and Henry S. Brainard. Himes Motor Sales and Service Company, 1662 Broadway, Lorain; capital increased from \$10,000 to \$25,000 to permit of expansion of the business; Herman Himes, president, and Elva E. Himes, secretary.

Classified Advertising

CLASSIFIED RATES

5c a word (per daily insertion)

If 6 consecutive insertions are used, the 6th insertion is free.

If 12 consecutive insertions are used, the 11th and 12th insertions are free. Minimum classified advertisement accepted, 12 words; if display type is used, 18 words. Maximum, as much as you like. Correct amount must accompany order or advertisement will not be inserted. Send cash, check or money order to Automotive Daily News, 1926 Broadway, New York, N. Y.

HELP WANTED

DISTRICT MANAGER WANTED

Leading manufacturer of automotive accessories has an opening for a district manager about 30 to 35 years old. Must have car. Applicant must also have a successful sales record and be capable of selling dealers and distributors. Connection is permanent and with the commission arrangement offered the first year's earnings should be \$5,000 to \$10,000, with a consistent increase each successive year. A good opening for a good man. If interested write, giving full information as to previous experience and connection. Address Box No. 52, Automotive Daily News.

THE ADVERTISEMENT below contains 50 words, and at 5c a word will cost you \$2.50. 6 consecutive insertions, the sixth insertion free, will cost \$12.50. 12 insertions, the 11th and 12th insertions being free, will cost \$25.

EXPERIENCED automotive electrician wants form active silent partnership with live car dealer, tire dealer or garageman; will go anywhere; have all capital needed; what I want is to meet the right man; if you are turning electrical business away, here's a chance to "cash in" on it. Address Box — Automotive Daily News.

LIST OF FLEET OWNERS
NAME OF THE MAN TO SEE

COMPILED THROUGH PERSONAL CALLS
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MORRIS R. MACHOL
417 CENTRAL PARK WEST
NEW YORK CITY
PHONE ACADAMY 8181

December 4, 1925

Automotive Daily News,
1926 Broadway,
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Gentlemen:—

I have been running a one-inch advertisement twice each week for the past month or so. In the Directory section of your newspaper.

From this advertisement I have received inquiries from nearly half the States of the Union, and I thought you would be interested in knowing the fact that this little one-inch advertisement has shown such unusual pulling power.

I am more than satisfied with the results obtained and desire to have you continue to run this advertisement until otherwise ordered.

Very truly yours,
(Signed) Morris A. Machol

YOUR Business Card—

In The Buyers' Directory of the AUTOMOTIVE DAILY NEWS Will Bring Inquiries and Orders

It will enable those in the automotive trade who are your most logical customers to locate you JUST at the time they are interested in placing an order.

SEND NOW for SPECIAL DIRECTORY OFFER